CYRUS H. K. CURTIS, PRESIDENT
John C. Martin, Vice President and Treasurer;
Charles A. Tyler, Secretary; Charles H. Ludinston, Philip S. Collins, John B. Williams, George P. Goldsmith, David E. Smiley, Directors.

DAVID M. SMILET......Editor JOHN C. MARTIN ... General Business Manager Published daily at Pustic Langua Building

Independence Square, Philadelphia,
ATLANTIC CITT. Press, Union Building
New York 364 Madison Ave.
Dermore 304 Madison Ave.
Cours 613 Globe-Democrat Building
Chicago. 1302 Tribune Building
NEWS BUREAUS:
WARRINGTON BURBAU.

N. E. Cor. Pennsylvania Ave. and 14th St.
Naw York Bussau ... The Sun Pullding
LONDON BUREAU ... Trafsigar Building SUBSCRIPTION TERMS
The BrENING PUBLIC LEGGED is served to subscribers in Philadelphia and surrounding towns at the rate of twelve (12) cents per week, payable to the carrier.

at the rate of twelve (12) cents per week, payable to the carrier.

By mail to points outside of Philadelphia in the United States, Canada, or United States powersessions, postage free, fifty (50) cents per month. Six (\$6) dollars per year, payable in advance.

To all foreign countries one (\$1) dollar a month. Notice—Subscribers wishing address change? must give old as well as new address.

BELL, 2000 WALNUT REYSTONE, MAIN 1601 EP Address all communications to Livening Public Ledger, Independence Sanare, Philadelphia.

Member of the Associated Press THE ASSOCIATED PRESS is exclusively entitled to the use for republication of all users dispertises credited to it or not otherwise excelled in this paper, and also the local news published therein. All rights of republication of special dispatches herein ore give reserved.

Philadelphia, Tuesday, December 12, 1922

THE JAIL PROBE

Some people believe that a jail should be solely for "ruthless punishment," just as some people still insist that the earth is flat and that any one who, in the name of enlightenment or progress or simple logic. ventures to doubt the perfection of accepted institutions of law, education, politics or public administration, is a heretic and a traitor who ought to be burned at the stake,

The flat-earthers have had most to do until now with the direction of prison systems. They have frightened off with charges of sentimentalism every one who felt that the jails were about 100 years behind the times and ventured to say so.

The question now is not one that need be based upon considerations of mercy or compassion. The Grand Jury that has been ordered to look into Holmesburg and Moyamensing may look at the matter in a coldly practical light and make its re-ommendarions necordingly.

It will bear innumerable alibis. It will be required to put most of its questions to men who have become hardened and cynteni through contact with criminals and unfortunates. In the end it will only have to decide whether the community is justified in expending vast sums of money annually in order that it may have to provide larger and larger appropriations of money for protection against the wrecks and desperadoes manufactured by the hundred in its jails.

MUMMERS AT FEVER HEAT TNDICATIONS that the Mummers' cur-

nival this year will number more than 25,000 participants illustrate the marked revival of interest in this flavorful local event since the lean years of the war period. Evidences were not wanting last New Year's Day that artistic imagination as well as the long-recognized assets of social and political satire were inspiring the unique exhibit. The intense rivalry of the clubs now engaged in putting the finishing touches on twelve months of preparations is in full

Although rigid secreey prevails concerning have disclosed the fact that string bands will be present in unwonted abundance on January 1, 1923.

These organizations have before now provided their quota of piquancy to the festivities. An orchestra on the march is sufficiently unconventional to appeal to the mumming temperament which finds au outlet in the Philadelphia spectacle that is only superficially akin to the Mardi Gras of New Orleans or the Riviera.

The local display is seldom lacking in factors of quaintness, oddity and distinctives ness which betray independent initiative,

RECORD FOOTBALL CROWDS

THE population of Nevadic that serviceable total in comparative statistics, may be conveniently employed to emphasize the appeal of college football in this com-

More than four times the number of inhabitants of the State, of which Carson City is the capital, attended the gridtron contests this autumn in the new studium at Franklin Field. The spectators numbered 266,000, a figure large enough to relleve even Nevada of its customary duties, since the inhabitants of Wyoming, Itali, New Mexico and Delaware, respectively, amount

Since it is the rule to tag a "lesson" interpretation to compiled figures, it may be said in this Instance that football patronage in Philadelphia has come to menn somebing more than a great popular real pourtie to one or two big games. The first contrast of the season of Franklin Lield door 28,000 spectators, which a decade ago would have represented a remarkable Thank-groung Day

may occur to the University Athletic Association is whether the vastly increased accommodations at the stadium are large enough. The attendance at the Cornell and I the spenier may hear it, but the macra-Army-Navy games was numerically idential, 53,000 tightly representing the enpacity of the stands. It was the result of physical limitations of the arena that even greater crowds were not present.

A GOOD LAW FAILS

UNDER the decision by which the Supreme Court of the United States yes. terday drastically limited the application of the Kohler Mine Cave Law of Pennsylvania no public or private property above ground in the anthracite mine fields of this State may be considered whelly safe and no public or private improvements of land can be assured against the disaster of a cave-in

The Kohier law was pursed only after enormous losses had been inflicted on property owners by the rothless undermining of their ground. It is not unusual in some parts of Pennsylvania to see vast gaps in the earth where houses and even public buildings have been swallowed. The normal develop ment of cities like Wilkes-Barre and Scranton has been hindered for generations by fear of mine caves. In many parts of the State men have worked for years to build homes only to see the earth open and awallow all that they had to show for their

Many lessees of coul rights insisted, until the Kohler law was passed, on their right to take coal wherever they found it, even if by "stripping" the last remaining pillars they endangered life and property on the surface. The decision of the Supreme Court sustains the claims of these lessees to all coal in areas covered by contract and seems limit the rights of property owners of the Since authorite reins run in erratic

lines and since mining progresses according to cost schedules and demand, many communities in the anthracite regions will now be without the protection for which they waited many years. The passage of the Kohler law was publicly celebrated in Scranton. The reversal, on legalistic grounds, of a beneficent principle will be regretted in every mining town and city in the State.

A CALM VOICE IN THE MIDST OF THE STORM

Secretary Hoover's Sane Discussion of American Individualism Timed Opportunely

THERE is a fortunate coincidence in the publication of a thoughtful discussion of American individualism in a little book by Herbert Hoover on the same day that the convention of the American Farm Federation assembles in Chicago.

Mr. Hower's book is not directed par-

ticularly at the Parm Bureau. It is directed at the misconception of the fundamentals of the American theory that is at the bottom of a number of such organizations seeking special tayers from Government. The Secretary of Commerce refers to | will not do. the growth during the last thirty years of organizations for the advancement of ideas of mutual co-operation, organizations, inluding Chambers of Commerce, trade and labor associations, bankers and farmers. And he remarks that the opportunities for leadership afforded by these associations have ! become of more importance than those and intimidate public officials, if they are to be a new setting of tyranny, then they will desired the foundation of individualism.

Here is what he says of that individualism, the foundations of which he would like to maintain: "Our individualism embraces these great ideals: That while we build our society upon the attainment of the individual we shall safeguard to every individual an equality of opportunity to take that position in the community to which his intelligence, character, ability and atabition entitle him; that we keep the social solution free from frozen strain of classes; that we stimulate effort of each individual to achievement; that through an enlarging sense of responsibility and understanding emery wheel of competition."

straightforward language. It is the solvent for the problems with which the country is now struggling. The fatal defect in the and of the farm bloc, through which the well as his own. federation is seeking to work in Congress. cial favors through a combination of subservient Congressmen. The earlier combi-

the special features and signal nevelties, contending organizations of special interests, lugliness or why it should be confused and application formalities at the City Hall. The farm organizations are fighting the rails retarded by any lingering vestiges of the roads and the mirroads are fighting the pose of commercial dishonesty. labor organizations and the Chambers of Commerce are tighting labor and the milroads and the farmers. And their leaders are issuing orders to the members of the national Legislature, and the members of the national Legislature, fearful of their political lives, do not know which way to

Legislation may be desirable to listate equality of opportunity to the members of he enrious organized groups. But it must the legislation, the promity purpose of which goes beyond the special group which asks for it and takes into account the general good. The situation becomes intolerable when the agents of any group sit in the gallery of the House of Representatives and hold stop watches on the Representatives to see that the laws which they demand are passed before their ultimatum expires. I is intolerable also when a bloc in either the House or the Senate holds up all other legislation until the bills conferring special privileges upon a group are passed,

This is not representative government, in kind, the tyranny of a minormy taking ad- tion and moved by inherited justinet mysterivantage of a situation which gives in a consty related to America's beginnings, seem

The gospet which Mr. Hower to have time is fortunate. It sugar to large to once is too namen to expect, for a culm same the right side. They are the most remartic xoice talking in the mast of shumer does and significant figures of each generation. not catch a word of co. The con challing the to one with confident hope.

KLUX FIRST AID

PRIERE is one way to which Washington. I officials responsible for "dry " law enforcement can instantly being the whole pusiness of prohibition to irreparable rule and repudiation by the country, and that is Ku Klux Kian or any of its agents.

The suggestion of Klux co-operation with | an excited age. the representative of the enforcement division is persistently current. Spokesmen for Commissioner Haynes deny that it has any foundation in truth, though they admit that "some of the agents of the department may have sought information said to be in possession of the Ku Klux headquarters in Washington."

Thus far the outrageous implication that the Government of the United States is forced to seek the help of a "higher power" to insure the operation of its own laws has not brought from any official quarter the crushing denial it warrants. It is the clear intention of the propagandists of Imperial Wizard Simmons' organization to persuade the people that the authority of the Government can be sustained in this instance only with the assistance of the Klan. To suppose that any responsible agent of the Federal Government would tolerate this implication or view it without disgust and His career may be so violent resentment is to admit that the triumph of good will.

boosters of the Atlanta mask factories have actually realized their boast and created in the United States an invisible empire whose representatives have it in their power to exert a force in public affairs greater than that which belongs normally to the officers of the Government and the administrators of Federal departments.

Mr. Daugherty denies that the Ku Klux is being permitted to aid the enforcement officers. So does the chief of the Department of Justice operatives. But Mr. Daugherty has admitted on previous occasions that he did not know what was going on in many regions where the prohibition agents are at

Behind the suggestion of Ku Klux med-Uling in the work of prohibition enforcement there is clearly apparent the work of some of the shrewdest propagandists of the Simmons organization. There is here revealed deliberate effort to draw into the Ku Klux movement some of the church organizations thich, sincerely convinced of the justice and wisdom of the Volstead principle, are disappointed at its failure thus far and gravely concerned by reports of a general lessening f respect for law.

It may be that the rumors now in circulation are manufactured by the press agents of Wizard Simmons. If that is the case, they should be branded at once as lies by, the people who are best able to answer them. Evasions and denials by implication

JOHN WANAMAKER

TOHN WANAMAKER, when he was still a youth, brought to the then neglected and spiritually barren field of retail commerce not only a quality of creative genius but the deep-rooted good intentions withthrough the direct lines of political and re- lout which no constructive enterprise of these ligious organizations. Then he warms us times may be assured of a satisfying end or that it these leaders dominate legislators | the moral support necessary even to survival.

To do a great thing is not quite enough. The influence of a man or of an institution will be measured inevitably, and its chances of growth and permanence will be fixed by the degree to which it radiates within the circle of all its human contacts a share of the benefits accumulated at its source. This principle, though it still awaits explicit definition, is swiftly becoming the guiding rule in quarters where American business is most vital and prosperous,

An instinct for frankness and fair play and a well-developed esthetic sense were Mr. Wanamaker's first contributions to the mercantile life of his community. He appeared with his novel equipment of mind we shall assist him to this attainment; at a time when trade moved according to while he in turn must stand up to the rules that had undergone but little change since the days of rough-and-ready tribal barter. Much has been made of his genius This is good American doctrine stated in as an advertiser. But it was what he began with a genuine desire to be of service to the people who dealt with him in a busiplans of the Federation of Parm Bureaus | Mess way and to consider their interests as

Briefly, the Wanamaker blea was that Is that they involve legislation for special | joisiness could and should be something more classes without regard to the rest of the | than busineys. In the mind of the great country. It is the same defect that has a merchant himself there appears to have damned the activities of other organizations | been a feeling that business could be a science of special interests which have sought spe- and, perhaps, an art and, perhaps, in the end, a sort of enlightened co-operation for esthetic and humanitarian ends. He recnations were not called blocs, merely be- ognized early the social responsibilities that cause that word had not yet come into use belong naturally to any great industrial enterprise. He saw no reason why business The country finds itself form between the should encourage the destructive quality of

Having experimented and ploneered with these beliefs and having wagered heavily upon them at the beginning-venturesome diversions in a time which viewed such theories with doubt and distaste-Mr. Wanamaker lost no opportunity and spared neither trouble nor expense to carry his idea vividly forward; to give it larger scope and to demonstrate that a great modern business should have the dignity as well as some of the responsibilities of a public institution. This work, stimulating as it was to the thought of all merchants, served also to encourage a general apprediction of beauty in practical things. It began a revolution toward graciousness in business methods. which, in later years, went beyond the bounds of the United States to Europe. This is still a continuing process. It tends to show that commerce can actually be of endless service to high abstractions and that it can be aristocratic in the truest sense by being too proud to be wholly selfish.

Now and then at regular intervals there appear in this country a few men who. is thinly disguised tyranny of the worst | unspoiled by too much preliminary educalike the voices of the soil itself and of all our ancient qualities of think and heart. Such men may be gallicuth make or merely rockless in courage or in high faith. They tany be glorified by beautiful credulity or bottom Americates and so those to clocking whipped along by an inherent passion for about the course on which they have any postice or moved by pure genus. They make wittingly set out. That is real do so at mistakes, but their mistakes are niways on

not carry very far. A few men nearest | Such a man is Edison. And such a man is Ford. Wanamaker was one of the group. deafened by the tample and the clamer, does | He was, during all his life, a believer in the unlimited power of the lower virtues. men will read Mr. Heerer's buttle book and Honor and good will and kindness among ponder it. The leaven was work may if it men would, he seems to have felt, have been leavens the whole lump to see her toward enough to remedy all the life of the earth. The homilies he wrote in the upper corner of his duily advertisements revealed a sensitiveness of feeling and perception seldom to be found in men who have the hard stamina necessary to survival against the impacts of a life-long business career. They were

reassertions of old and appealing and very simple rules of life, of great principles that are becoming unfashionable because they ing or necepting aid of any sort from the aren't complicated or debatable and because they are almost too true to be interesting to

Proof of the buffling variety of Mr Wanamaker's characteristics is in the fact that, while he could write in this vein he could also, in a few months, shake the Postoffice Department out of the accumulated lethergy of generations and almost at a stroke increase its efficiency by about 50 per cent. We should have had postoffice telegraphs if the weight of political influence had not been too powerful in opposition to him white he was in Hacrison's Cabinet.

In relation to public affairs and in all works of charity Mr. Wannmaker did fine and deliberately inconspicuous service to the community. Itis challenges to political corruptionists were among the most forceful of his time. But it is as "the world's greatest merchant" that he will be remembered. His career may be said to have been a

THIS WASTEFUL PEOPLE

But Sometimes What Seems Waste Is Nothing of the Sort-Pawnbrokers and Prohibition-The Real Estate Board's Work

By GEORGE NOX McCAIN S THE express whirled into the deepen-A ing night there came a red flash of fire from the rail side through the window of the

An instant later another-and then another-reddened the faces of the passengers on that side of the train. A quick glance showed glowing beds at irregular intervals.

irregular intervals.

"We're the most wasteful people in the world." said a man to his companion.

"There's a sample of it, those piles of burning ties." he continued.

"Finest kindling, or wood for an open fire, that is possible to get.

"Yet the railroad burns 'em up regardless of the fact that there are tens of thousands of people in Philadelphia suffering for lack of fue!

lack of fuel.
"It's an infernal outrage." he snorted as

he dropped back into the wide concavity of his Pullman car chair.

HIS vis-a-vis was an efficiency engineer who had formerly been a railroad su-

pervisor on a big Eastern line.

"Think so?" he inquired nonchalantly.

"Sure, didn't you see it for yourselt?"

"Yes. But you don't know what you're talking about," and the E. E. grinned.

"Hold on, now," and the efficiency sharp held up a restraining hand as the other was about to break out afresh.
"That's good business for the road to burn those ties."

Another snort of doubt, disapproval and disgust from the would-be philanthropist.
"Let me explain." went on the other.

"Let me explain." went on the other.

"You are now twenty-six miles from Philadelphia. Do you fancy it would pay the road to gather up those old ties, lead 'en on a train, haul them into the city and sell them for five cents apiece?"

"Give them to the people along the road!" retorted the other.

"Oh, yes! Have Tom. Dick and Harry and his wife fooling along the company right-of-way, get knocked over by a train, and then have the road spend several hunand then have the road spend several hun-dred dollars for lawyers in a lawsuit."

dred dollars for lawyers in a lawsuit."
"Haul them to the nearest town and offer them for sale there."
"Yep! And then the people would pick out the best, pay a nickel apiece for them and leave the rotten or soggy ones on the company's hands," was the reply.

for T'S all been tried out," said the effi-I riency man.

"The schemes you suggest are not practicable. It's a losing game for the railroad to try to dispose of its old ties, although I grant they make grand firewood, because they are oil-soaked.

"They've given them away, but in those

cases the work train had to haul them to a crossing and pile them up away from the track where the people could get them. "It costs the company about fifteen cents apiece for each tie to de that trick.
"Burn 'em. Get 'em out of the way quickly and you're through with them." he

"Do YOU know anything about railroad ties? Of course you don't," continued the ex-supervisor.
"They cost originally, new, about ninety

cents or \$1 apiece. "White oak, red oak, black oak, rellow pine and some other woods are used.
"White oak lasts about nine years if it is left natural-that is, if it hasn't been treated chemically.
"That means a high-pressure bath of

creosote or other chemicals. It then lasts for from sixteen to twenty years, if not ruined by a cutting ail.
"From eighteen to twenty cross ties are

"The greatest pressure comes on that per-m of the rail resting on the ties. It runs from 60,000 to \$0,000 pounds, according to

"There is a replacement every year of approximately 250 ties to a mile. During the war the railroads paid from \$2 to \$2.50 a piece for cross ties.
"Most of them came from the South." Then silence fell between the pair.

----A CURIOUS sidelight on the effects of prohibition in Philadelphia has de-

business and professional men were gathered, one of them said:

a very wealthy pawnt rober. "He owns several of these establishments "He told me, in reply to a question, that

prohibition had made a very definite impreson his business.
"And, he added, as we all know, the pawabroking business is a pretty good barometer of the general condition of busi-

ness and of the people. "A CCORDING to his statement," said

the underworld compelled to pawn their furs and lewelry now than was the case before prohibition went into effect This indicates a condition of moverty . their part, at least, which in turn indicates a reduction in the number of hubitues of perworld resorts. Best of all." he said. "there were fewer

acticles of clothing, portable furniture and household goods payted by the pourer classes than ever before an his experience. the poster It was a source of satisfaction to him. That class of trade is the product of

atrene want and besides it isn't profitable, "The same is true of workingmen's tools, Very few of them are pawned newadays, which shows that unemployment is at "And he attributed the change to the ad-

of prohibition."

A. KELLY, who is executive secretary M. of the Philadelphia Real Estate Board. las given me some comprehensive data along that organization's activities in behalf of a worth-while Sesaui-Centennial ecdebration.

The facts, some of which are known to the public, prove that the heard is some

this great organization has put over:
When the matter of an exposition was first broached the board had touch source of thousands of seals shaped like a Liberty which have gone to all parts of the world during the last two years.

They also distributed thousands of but

They also distributed trains and a few tens, particularly at conventions of the National Association of Real Estate Boards, held at Kansas City in 1920, Calcugo in 1921 and San Francisco in 1922. Last summer they sent Dr. Catroli, then City Statistician, on a tibery-day four neroes

the continent to and from San Prancisco to speak on the exposition.
Dr. Cattell spoke at many prearranged meetings in various cities and address large crowds from the observation car on the He also addressed the San Francisco Con

vention of the National Association of Real Estate Boards on the subject of the ex-Over the board's headquarters, 1126 Walnut street, there has been a large sign for the last year boosting the expendion.

TRIII. Committee of Associated Business I tirganizations, composed of two representatives from a number of leading instances and civic organizations of the city including the Chamber of Commerce, was formed by it.

That committee stands ready to co-operate

in any way the minute they are asked by
the Sesuni-Centennial Association to do so.
And the metto of this fine organization is:
"For a Greater and Better City."



"S. O. S., P. D. Q.!"



Copyright, 1922, by Public Ledger Company

NOW MY IDEA IS THIS!

Daily Talks With Thinking Philadelphians on Subjects They Know Best

LEONARD B. GARY On How the Government Helps Business Men

THE Government of the United States is playing a large and ever-increasing part in helping the American business man tind markets for his product, according to Leonused in every thirty-three feet of a stand- and B. Gary, manager of the Philadelphia and section of main line. district office of the Bureau of Foreign and | it to them. Domestic Commerce of the Department of Commerce.

"This is the one agency designated by Congress to promote the expert trade of the United States," said Mr. Gary. "Other agencies do it incidentally, but it is our whole function. We have no powers of restraint, control or prosecution; this is the business man's organization within the Government.

Mayor Moore Was First Chief

"The bureau was established about eightten years ago as the Bureau of Manufac-tures, under the Department of Commerce and Labor, and the present Mayor of Philadelpain. J. Hampton Moore, was the first chief at Washington. The bureau has been enlarged and reorganized several times, the last time most effectively by Secretary Hamer, until it is today one of the most effective trade organizations in the world.

"We have abroad about 1000 representatives consisting of commercial and trade commissions and consuls. All are practical vestigators, and most of them have been business executives, taken from excellent positions in the business world and appointed on the recommendation of business nen and trade organizations. "In order to get the best results there

must be intelligent direction and an effece disribution of the material collected. Hoover added to the department what alled commedities divisions. There are steen of them, and each one represents major industry in the United ach of the main divisions has subdivisions to take care of the allied interests of the

Practical Men Employed

"At the head of each of these divisions i a practical man both from the technical and the distributing end and one who knows both the production and the sales sides of the industry. Each one of them has been appointed on the recommendation of a trade association representing his own line. There was no politics in these appointments; a steel nan was chosen to represent the steel industry, and he was the selection of the steel men themselves. Of course, each one had to pass the civil service examinations and to meet the requirements of the depart-ment, but the men whom he was to serve and not the politicians were the ones consuited about the appointment.

"These commodity chiefs work with the various associations and individuals to find ditions in foreign trade in this particular line. They send a questionnaire to about 500 nanufacturers and get the ideas of each in black and white. When the question-naires are analyzed they outline an investigation to be carried on by the foreign repreentatives, which is made as practicable is humanly possible. Thus, in the last manys is, the business men themselves conduct this service and not the bureaucrats,

Geographical Divisions

"There are also regional or geographical divisions. These ascertain the underlying conditions of the various trades, economic onditions, racial likes and dislikes, There are four of these great divisions to take care of these things, and the regional chief is not only a business man of recog-nized ability, but he is also an economist and a geographer.

"He subdivides his division. West Europe, for example, is subdivided into the Romance countries. Scandinavia, the British lides, etc., with an able men in charge of each subdivision to ascertain all the ness factors which must be considered be-fore any actual business can be done. orthe technical division takes care of

matters as foreign tariffs, changes in there laws and everything pertaining them, and like subjects which it is imper stive for the American business man to know before he can enter foreign trade successfully. Our foreign tariff division is the only source of absolutely authoritative tariff in-formation in the United States, and is so recognized by the foreign embassies here, which frequently call upon it for informa-

tion, as they deal with the Government and not with the business men. "The Department of Commercial Law is another exceedingly helpful department to the American manufacturer, and the men in this department are not only business men but lawyers as well. It is doubtful if any library in the United States has the books containing these laws, but the business men must have some place where they can get this information, and his department gives new Congress will be no more changed than the disposition of the President toward it.

arbitration of commercial disputes and has had a tendency to stop foreign litiga-tion regarding commercial transactions, which are always expensive and rarely satis-factory to either side in the dispute.

"The Bureau of Commercial Intelligence compiles lists of possible purchasers all over the world. This is an extremely valuable service and the lists are at the disposal of every bona-fide American business man who desires them. This information, after it is collected abread, goes to the right division in Washington for analysis by experts to avoid any possible error in the lists or it the information. The lists are distributed through the district offices or published in Commerce Reports.

The Names of Buyers

"The men working abroad also send in the when a merchant abroad wants to buy article or a commodity he generally gots into touch with our representative. The propective purchaser is then looked up carefully as to his imancial responsibility, so that each prospective buyer is vouched for.

In these cases we do not give the names of the prespective purchaser, but only a number, with the kind of article for which the man the man is in the market. Then the American manufacturer or dealer writes to us about such and such a number and is given all the information by mail, including the name of the would be purchaser.

"One of the reasons why the names of the comparability are not published in the reasons."

apportunities are not published is because competition of other nations, which would get busy on our own 'tip' before own people could react to the information,

Keeping Sellers Posted "Information is given as to the tariffs it

any to be puld in foreign countries, as to the best noticed of packing and all details of competition, prices, etc. "It is the purpose of the organization to be the individual service organization for each manufacturer, and we want the people to feel that the bureau is not only thing for the foreign trade of Philadelphia, but that it is also a good thing for the in dividual nanufacturer. The American business men have reacted very favorably to

The purpose of putting a district office in Philadelphia is to enable the Philadelphia usiness men to obtain the service rendered by the department in the most readily available manner. Thus the Philadelphia lend-ness man does not have to go to Washington for this information, nor to wait for a reply to a letter to that city. He can get it by calling on the phone or by stopping at our

Ben Greet is coming back to this country with another company of players, and those who remember his last visit will be

EXPLANATORY

A perfect brute once kicked a dog And broke its little leg. The universe straight slipped a cog. And every hard-boiled egg And every hard-boned egg.
Sent letters to the papers—"Rush!"—
And smote that guy with might.
They boiled the perfect brute in mush— And serve the fellow right.

A young Long Island boy has got But one poor leg because A dog is sometimes careless what And where and when it tehnwe

Ah, here's a chance to crack a mar. Fra letter-writers get. Well, perhaps they've written letters, but We haven't seen them yet,

The reason is so plain we smile

As all the facts we seen; A boy's a mischief-maker, while

A dog's the friend of man.

And when a kindly canine starts To chew wee fellows up, We know the kiddies-bless their hearts-

Are meant for hungry pups;

SHORT CUTS

Harrisburg is to know conservation of

Efforts to stabilize the German mark appear to be a horse on the Allies.

Jefferson on horseback is no more democratic than Pinchot sans brocaded

"Ku Klux Klansman Appears in Brook-lyn Pulpit." His text was not "Love Your Enemies." It may be that the complexion of the

terman manufacturers are making but tons out of cement. Which reminds us that it is a long time since the buttonmaker

There are times when a peace-loving world may welcome a conspicuous lack of agreements, as, for instance, in the case

Of course, every Congressman realizes

that when General Dawes said there were cowards and demagogues in Congress he meant the other fellow, A hundred and ninety million dellars were saved through Christmas clubs this year. Santa Claus is going to have no

Cursory examination of reparation dis-cussion indicates that Germany, declaring that France can't get blood out of turnips.

"Rise, Surtax!" cried King Kitchin.
"Down, dog, down!" cries Chamberlain
Mellon. For the Secretary sees a dry hone
which seemed all meat to the Congress-

refuses to provide the turnips

Deputy fuel administrators have ceived authority in New York to raid the cellars of householders suspected of having more than a month's supply of anthracite. This, added to the powers already exerelsed by prohibition enforcement officers tankes it increasingly difficult for a cellar

What Do You Know?

Who is the Governor General of North-ern Ireland?
 Why is a font of type so called?
 Distinguish between ewe and ever

5. Distinguish between the and ever.
4. What are Kroomen?
5. What animals are primates?
6. What Greek poetess, famous in ancient times, died at the age of nineteen?
7. Who was Maniton in American Indian folk-lore?
8. What is the original meaning of Eden?
9. Who was Domenico (historylate)?

Who was Domenico Chirlandajo? Who is the chief Turkish delegate at the Lausanne Conference? Answers to Yesterday's Quiz

1. The nations signatory to the Four-Power Pacific Treaty are the United States, Great Britain, Japan and France. The last named is the only one of these Powers which has not yet ratified the pact.

yet ratified the pact.

2. The Maronites are a Syrian Christian sect, dwelling principally in the Lebanon, where its members number some 199,690. It is, however, represented elsewhere in Syria and in Egypt and in the United States.

2. Pharos is a term for a lighthouse of beacon. The original Pharos was the famous lighthouse on the island of that name in the Bay of Alexandria, Egypt, in the third century B. C. If was accounted one of the seven won-

Mass accounted one of the seven won-ders of the world.

Nacre is mother-of-pearl.

An Amereontic poem is one pertaining to or in manner like the lyrics of to or in manner like the Anacreon, a Greek poet, born in the Anacreon, a Greek poet, born in the sixth century B. C. The word is ap-

plied to verses of an amatory or convival character.

6. The City of Astoria, Ore., is named after the original John Jacob Astor; who established a fur-trading station there in 1811. It was the first settlement in the Columbia River Vailey.

The glant turtles of the Galapagos Islands, in the Pacific, off the coast of feundor, are regarded as the longer lived of animals. Some of them are believed to have attained the age of

selleved to have attained the age 200 years. e longest aqueduct in the world is the Catality (110 miles), supplying New York (117)

York City.

9. The Battle of Thermopylae was fought in a narrow pass between Thessaly and Greece in 480 B. C. and resulted in a defeat of the Greeks, under Leonidae, by the Persians of Nerves

10. I average to another same for a larly